



Utah Smart Site Business Profile Longs Digital Solutions

Contact:

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Website:

<http://www.longsdigital.com>

Company Established:

June 1, 2003

Employees:

5-10

Projected Revenues:

\$100,000-\$250,000

Awards and Recognition:

Hurricane Valley Chamber of Commerce
New "Rookie" Business of the Year

Certifications:

A+ Certified Computer Technician
Various digital/video certifications
Masters Degree in Electrical Engineering

Business Relationships:

ForthGear

Operating Systems:

Mac OS
Windows NT
Windows 2000

Other Relevant Software:

Video production software

Description of Primary Products:

Corporate: Full range of business Information Technology (IT) solutions including: Full video production, commercials, and training videos, digital business cards, web development/ marketing, IT outsourcing for 24/7 support, network design, installation and support, computer sales and service, business planning, network and system design, and more.

Residential: Web development/marketing, full range of digital conversion including: reel to reel audio, cassette, and 8-track tapes, full range of video production including on-site shooting and professional editing, DVD authoring, custom computer sales/service, in home training, network support

Key Management and Technical Staff:

Raymond Long- CEO: 27 1/2 years experience for the Federal Government as a Senior Executive including: Director of FAA's Information Systems Security Division (startup), FAA's Y2K Czar, and Director of the Operational Support Organization (AOS) responsible for the entire National Airspace System (NAS) including computer systems. Received recognition as one of the top 100 Federal Executives in 1999. Seasoned executive known as a methodical problem solver employed many times to "turn organizations around". Media trained, Top Secret clearance, with a diverse working background including active Air Traffic Control, Air Traffic Facility Manager, and automation specialist. Have managed large technical organizations with over 2,000 employees while managing budgets in excess of \$340 million.

Other Key Staff Members: Jeffrey A. Long, Jeffrey K. Long, Vincent Brown, Mike Crocket

Competencies, NAICS and Experience (List up to 3 projects):

Long's Digital Solutions was created in June 2003 and is building its capacity based on the extensive background of its key employees. Competencies include:

Utah Smart Sites: Longs Digital Solutions is a Utah Smart Site Enterprise. The Utah Smart Site Program is an initiative of the Utah Division of Business and Economic Development to encourage the creation of technology-based employment in small communities. For information, contact Les Prall at lprall@utah.gov or (801) 538-8804.



on (NAICS 512191, 541921 and 334612)

**Network development, management,
service and support (NAICS 541512)**

Competency on staff

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